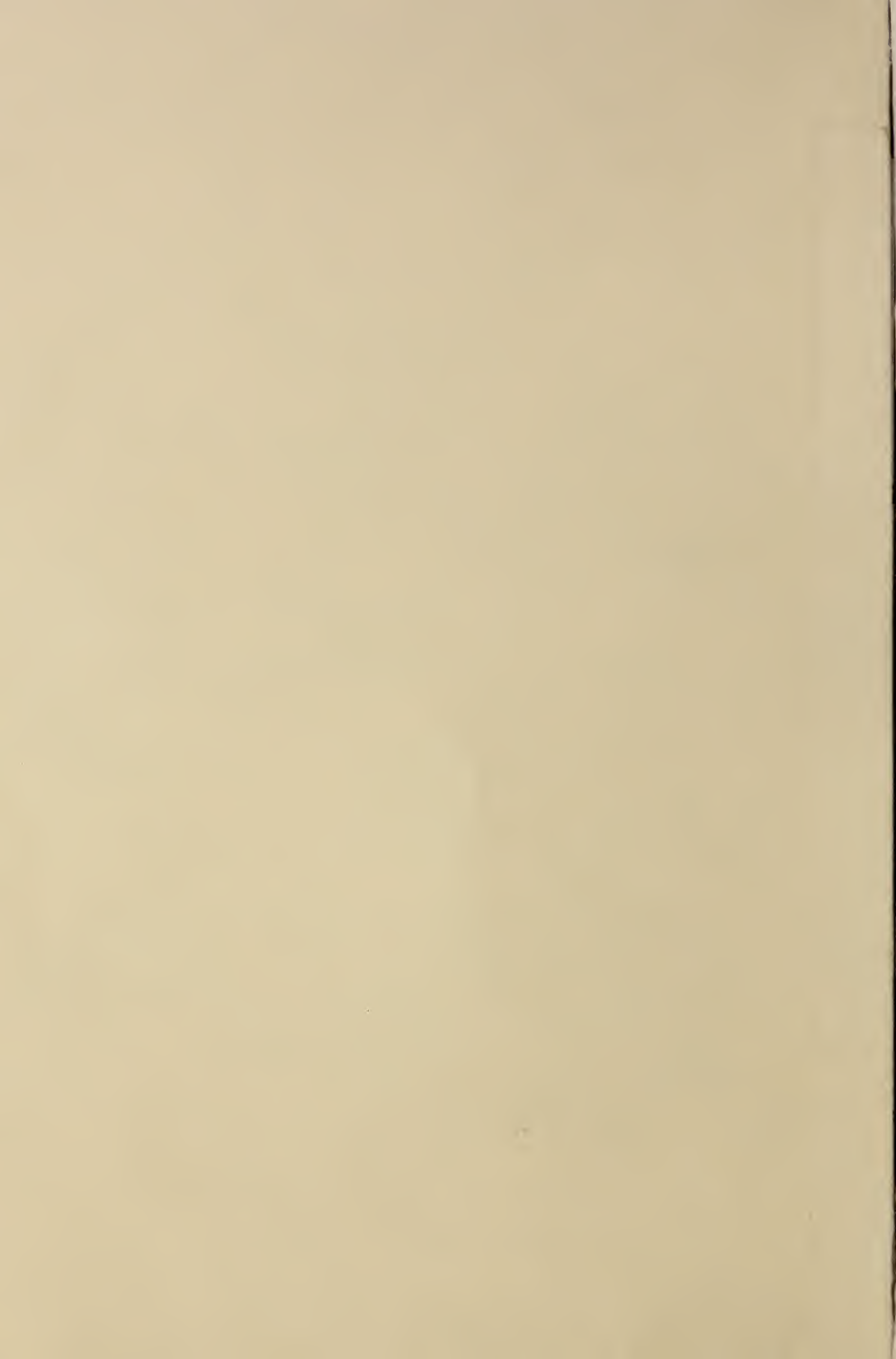


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1918  
**CHRYSANTHEMUMS**

*Florists' Wholesale List*



BETSY ROSS

**ELMER D. SMITH & CO.**

ADRIAN, MICH.

Copyright 1918 by Elmer D. Smith & Co.

# Terms of Sale

OUR ENDEAVOR is to please by supplying healthy strong plants true to name, prompt shipments, lightly and securely packed.

Claims for goods arriving in an unsatisfactory condition from any cause are without hesitation promptly adjusted.

We allow 60 days to those of approved credit, or 3% discount for cash with order.

We believe most Florists are honest, but to guard against losses, unknown correspondents are requested to furnish satisfactory reference—in fact we insist.

WE ASK OUR PATRONS to place their orders as early as possible, this facilitates early deliveries.

When shipments are frozen or otherwise damaged in transit, please notify us at once, stating date received, so that it may be traced and claim entered against carriers.

TRANSPORTATION.—In most cases plants travel better and are more satisfactory to the recipient when forwarded by Express and we recommend this method above all others. We invariably ship by express unless otherwise instructed.

EXPRESS FACILITIES.—Our local companies are the American and Wells-Fargo who, under the new schedule, agree to transport and deliver plants, either themselves or by the assistance of the Adams, Canadian, Canadian Northern, Dominion, Globe, Great Northern, National, Northern, Southern and Western Express Companies, to destination; the rate being the same when handled by one or more companies and whether sent collect or prepaid.

PARCEL POST.—Many have been misled in the belief that parcel post is cheaper than express. There are but two cases where it is less, first, small packages of five pounds or less; second, shipments to the first three zones, or within 300 miles from Adrian.

The following table shows amount of charges by Express and Parcel Post:

	Zones	—5 lbs.—		—10 lbs.—		—20 lbs.—	
		Exp.	P.P.	Exp.	P.P.	Exp.	P.P.
Baltimore .....	4	\$0.29	\$0.28	\$0.29	\$0.43	\$0.42	\$0.83
Boston .....	5	.30	.32	.30	.62	.46	1.22
Denver .....	6	.41	.41	.47	.81	.78	1.61
Indianapolis .....	3	.25	.14	.25	.24	.30	.44
Phoenix .....	7	.50	.51	.75	1.01	1.34	2.01
San Francisco .....	8	.67	.60	.85	1.20	1.50	2.40

From the foregoing it will be seen that the longer the haul and the heavier the package the greater the saving when shipped by Express.

NO GUARANTEE.—While we exercise the utmost care in executing all orders, to keep our stock true to name, we give no warranty, expressed or implied, and cannot guarantee or be in any way responsible for the crop, either as to variety or product. If not accepted on these terms they must be returned at once.

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FEB 25 1918

# Chrysanthemum Growers

## READ THIS

We began specializing in Chrysanthemums in 1890. In 1907 we discontinued all other branches of floriculture and since have directed our entire attention to them.

We are the only firm in America growing Chrysanthemums exclusively. We have been originating new varieties since 1890—and have sent out over three hundred of our own origin.

During this quarter century our products (in most instances) have been the money-makers for the growers.

Of the imported varieties we buy such as in our judgment should be given a place among the good things.

**WE HAVE NO AGENTS, OUR CATALOGUE IS OUR SALESMAN.**

We sell to you as cheap as any one considering the quality and time of delivery—all in the trade are treated absolutely alike.

If we have any concessions to make from accumulated stock our customers receive the benefit of such reductions.

**THE BEST KINDS FOR FLORISTS' USE WILL BE FOUND ON  
PAGE 16.**

Those desiring Exhibition varieties not included in our Wholesale list are referred to our Retail Catalogue, which will be furnished on application and prices quoted.

**Rooted Cuttings.**—Price for rooted cuttings of the best varieties for Florists' use which includes the commercial section, Pompons, Anemones, and Singles. (See inside back cover.)

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## Smith's Revised Chrysanthemum Manual

(THIRD EDITION)

By **ELMER D. SMITH**

Who has made a Specialty of Chrysanthemum Culture for the past Twenty-five Years

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This booklet treats the subject in a concise yet lucid manner, covering the whole work from the care of stock plants to the staging of blooms.

**The best work on American Chrysanthemum Culture.**

One Hundred and Six Pages

Only 50 Cents, Postpaid



# New American Chrysanthemums for 1918

Originated by Elmer D. Smith & Co.

## COMMERCIAL SECTION

Those interested in commercial varieties should not fail to avail themselves of the following three sterling Novelties. They surpass existing kinds in their respective season. All have been certified by C. S. A.

**DELIVERIES TO BEGIN ABOUT FEBRUARY 15.**

Five plants of a kind at ten, twenty-five at hundred rate.



**LIBERTY BOND.**—A greatly improved Oonto, maturing Oct. 20th. Double from the very latest buds. Color white, fine incurved form;  $4\frac{1}{2}$  feet. Splendid stem and foliage. Best buds are those selected Aug 30th, and later. C. S. A. Certificate.

Price—75c each; \$6.00 per ten; \$50.00 per hundred.



**MIDNIGHT SUN.**—Eclipses all yellow Chrysanthemums in intensity of color, the deepest yellow yet produced, surpassing Marigold and other bright yellows. Fine incurved form, stem and foliage unsurpassed;  $3\frac{1}{2}$  feet. Matures first week of November. Best bud Sept. 10th. C. S. A. Certificate.

Price—75c each; \$6.00 per ten; \$50.00 per hundred.

**BETSY ROSS.**—(Name supplied by Gov. Cox of Ohio.) Of the many good whites we have disseminated we are confident this eclipses them all and is unquestionably the best midseason white (Nov. 10th) yet produced. Perfect incurved form. Excellent stem and foliage. C. S. A. Certificate. (See cut front cover.)

Price—75c each; \$6.00 per ten; \$50.00 per hundred.



# New American Chrysanthemums for 1918

Originated by Elmer D. Smith & Co.

## POMPONS

The following Pompon novelties are admirably adapted for the production of cut sprays, either grown in the open, where climate will permit, or in the greenhouse.

**50c each; \$4.00 per ten; \$30.00 per hundred.**

**Not less than 5 plants of a variety at ten; 25 at hundred rate.**

**Idolf.**—Really belongs to the early decorative section, but its earliness and freedom of bloom has prompted us to include it with the Pompons. A pleasing shade of salmon pink, maturing Oct. 10th. Grows better sprays, and as all are ready to cut at one time, makes it more profitable than Niza; 3 ft. C. S. A. Certificate.

**Edinna.**—The best early Rose Pink Pompon to date, maturing Oct. 15th. Reflexed flowers, upright growth; 3½ ft. C. S. A. Certificate.

**Laneta.**—Rosy cerise with a tinge of cream at center. Of the true Pompon type. Ready to cut Oct. 15th; 3 ft. C. S. A. Certificate.

**Adironda.**—Golden bronze, very perfect form, of medium size. The best early bronze to date. Matures Oct. 15th; 3 ft. C. S. A. Certificate.



**Idolf**

**Adironda**

**Edinna**

**Laneta**

## POMPONS SUITABLE FOR DISBUDDED BLOOMS.

The demand among gardeners on private estates for other colors of Pompons suitable to produce perfect blooms by disbudding (the same as are grown from Lillian Doty) has prompted us to submit the following varieties, all of which are admirably adapted to this purpose.

**50c each; \$4.00 per ten; \$30.00 per hundred.**

**Not less than 5 plants of a variety at ten, and 25 at hundred rate.**

**Miramar.**—A fine Bronze, maturing Oct. 25th; 3½ ft.

**Wanda.**—Large white, maturing Oct. 22nd; 3½ ft.

**Mimico.**—Lavender seedling from Lillian Doty, maturing Oct. 22nd; 3½ ft.

**Juliana.**—Yellow; strong upright growth, maturing Oct. 22nd; 3½ ft.

All of the above are of the most perfect form and will produce from four to six good blooms per plant.

**Remember there are no other novelties offered this season so meritorious as those described on the foregoing pages.**



## POMPONS FOR POT CULTURE

Pompons being so free flowering, they are especially adapted to pot culture, and as those of dwarf growth are most serviceable, we have taken the liberty to inaugurate this new section and are offering two novelties.

50c each; \$4.00 per ten; \$30.00 per hundred.

Not less than 5 plants of a variety at ten, 25 at hundred rate.



**Koleta**.—Salmon pink, 16 in. high from June 20th, final potting.  
**Ceta**.—Lavender pink, 14 in. high from June 20th, final potting.

In addition to the foregoing are most useful, all being of dwarf growth: Clorinda, Frank Wilcox, Leota, Minta, Neola, Veta and Zora. For description and price see page 10-11.

## ANEMONE NOVELTIES

50c each; \$4.00 per ten.

**Louise Uihlein**.—(This variety originated with James Livingstone). A very desirable Anemone, free flowering and most serviceable grown to sprays or disbudded. Color, yellow, about the same shade as Major Bonnaffon. Dwarf habit.

**Izola**.—A true and even shade of amaranth and equally desirable grown in sprays or single stemmed.  $3\frac{1}{2}$  ft. Maturing Nov. 1st.

## SINGLE NOVELTY

50c each; \$4.00 per ten.

**Mrs. U. P. Hedrick**.—Originated at the Agricultural Experimental Station, Geneva, N. Y.) Belongs to the large flowering type. A beautiful shade of bright amaranth. Very free flowering and easy to manage. Maturing Oct. 15th.

## EARLY HARDY NOVELTY.

50c each; \$4.00 per ten.

**Bronze Queen**.—An even shade of Golden bronze. Very free flowering, maturing Oct. 10th. Dwarf; free growth.



Louise Uihlein

# Commercial Section

These are the varieties usually grown by Florists and displayed in their windows.

## Introductions of 1917

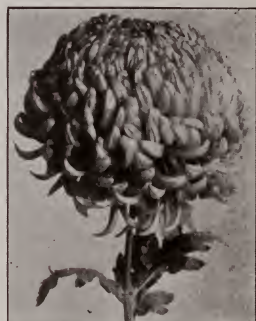
The varieties best suited for the commercial grower are those which have sturdy, upright growth, with good stem and foliage, are of pleasing color and (with the exception of a few early varieties) produce double flowers from the late or terminal bud. We have endeavored to give the height the plants attain and best date to reserve buds. In giving the height it must be considered only approximate, as much depends upon the size of plants at planting time and conditions maintained thereafter.



**Smith's Imperial**



**October Herald**



**December Queen**

**Barbara Davis.**—A rich shade of reddish bronze, of dwarf habit.

\$1.50 per ten; \$10.00 per hundred.

**December Queen.**—Latest large yellow; maturing from November 25th to December 10th. Of unusual size considering its lateness. Buds giving best results are those selected after September 25th.

\$2.00 per ten; \$15.00 per hundred; \$125.00 per thousand.

**Helen Lee.**—A very delicate flesh or light Enchantress Carnation color. Perfect incurved form, excellent stem and foliage. Select bud the last of August.

\$2.00 per ten; \$15.00 per hundred; \$125.00 per thousand.

**Mrs. C. C. Pollworth.**—A sport from Chrysolora; slight if any change in color, but of a decided incurved form.

\$1.00 per ten; \$7.00 per hundred; \$60.00 per thousand.

**October Herald.**—An orange yellow of a very pleasing shade; reflexed form, with twisted petals. Best bloom from buds selected August 25th.

\$2.00 per ten; \$15.00 per hundred; \$125.00 per thousand.

**Richmond.**—Bright golden yellow, of perfect form and fine finish.

\$1.50 per ten; \$10.00 per hundred.

**Smith's Imperial.**—An incurved white, or dwarf habit, with excellent stem and foliage. Maturing October 20th and after. Best bud August 25th.

\$2.00 per ten; \$15.00 per hundred; \$125.00 per thousand.

**Whittier.**—A late mid-season yellow; form incurved and good stem and foliage.

\$1.50 per ten; \$10.00 per hundred.

**Yondota.**—Color rose pink, entirely free from the objectionable magenta shade; good stem and foliage. Select bud about August 25th.

\$2.00 per ten; \$15.00 per hundred; \$125.00 per thousand.

**Rooted Cuttings.**—December Queen, Helen Lee, October Herald, Smith's Imperial and Yondota, \$12.50 per hundred; \$100.00 per thousand. Barbara Davis, Richmond and Whittier, \$8.00 per hundred. Mrs. C. C. Pollworth, \$6.00 per hundred; \$50.00 per thousand.



## STANDARD VARIETIES

## EARLY.

To secure early flowers it is of the utmost importance that they be planted early. Good strong plants from 3-in. pots benched in May give very satisfactory results. In case the buds are not formed at the date given reserve the first that appears thereafter.

For price of plants and rooted cuttings see inside of back cover.

- |   |      |  |
|---|------|--|
| 4 | 8/20 | <b>Chryslora.</b> —(Introduced by us in 1911.) The best yellow for early October. Fine incurved form with perfect stem and foliage to the bloom. Also useful for early exhibitions.            |
| 4 | 8/15 | <b>Crystal Gem.</b> —(Introduced by us in 1915.) The best white for October 10th to 20th. Strong grower and easy to manage, giving a high percentage of perfect blooms. Good stem and foliage. |
| 3 | 8/20 | <b>Early Rose.</b> —(Introduced by us in 1916.) Rose color, as the name implies, of a very pleasing shade; incurved form, excellent stem and foliage. Second early pink.                       |
| 3 | 8/20 | <b>Glory of Pacific.</b> —A good shade of pink when in color.  |



Smith's Advance



Chryslora



Unaka



Golden Queen



Early Rose



Oconto

- |       |      |   |
|-------|------|---|
| 3 1/2 | 7/10 | <b>Golden Glow.</b> —(Introduced by us in 1908.) Bright yellow, good stem and foliage. Blooms may be had from August 15th to October 20th, if planted in succession and first bud secured.  |
| 3 1/2 | 8 10 | <b>Golden Queen.</b> —(Introduced by us 1915.) The best yellow for early October, maturing about the 10th. Same color as Golden Glow, fine incurved form and double from any bud.   |
| 4     | 8/25 | <b>Oconto.</b> —(Introduced by us in 1914.) Very popular as an early mid-season white. The large blooms are produced on strong, upright stems.  |
| 3 1/2 | 7/5  | <b>Smith's Advance.</b> —(Introduced by us in 1911.) The earliest large flowering white. Can be had from July onward according to date of planting and selecting buds.  |
| 4     | 8/5  | <b>Unaka.</b> —(Introduced by us in 1911.) Being a strong grower with perfect stem and foliage, a fine incurved bloom of a pleasing shade of pink and maturing the first week of October, places it foremost among the early pinks. |

In addition to the foregoing we can supply the following in limited quantity: Comoleta, Early Frost, Early Snow, Garnet Gem, Ivory, Pacific Supreme, Pink Ivory, Roserie, Yellow Ivory.



# Mid-Season

In giving the height of mid-season varieties we have based our estimate on good, strong plants, benched June 15th. In favorable seasons some of the varieties will perfect blooms a few days before November 1st, and as climatic conditions have much to do with flowering season, the figures given must not be considered infallible.

Height Bud

- |   |      |  |
|---|------|--|
| 4 | 8/30 | <b>Chieftain.</b> —Probably the most popular pink among the growers and will be grown in large quantities the coming season. Good in every way.  |
| 5 | 9/15 | <b>Col. D. Appleton.</b> —One of the best yellows for commercial and exhibition use.   |
| 4 | 8/25 | <b>Dick Witterstaetter.</b> —(Introduced by us in 1911.) A beautiful shade of bright crimson; blooms reflex and show the crimson to best advantage. Should be planted not later than June 15th to secure bud August 25th for best results. |
| 5 | 9/10 | <b>Golden Wedding.</b> —Loosely incurved, bright yellow.   |
| 4 | 8/25 | <b>Josephine Foley.</b> —(Introduced by us 1916.) The best white introduced in 1916. Purest white, strong in growth and stem. Early mid-season.  |
| 3 | 8/25 | <b>Mary E. Meyer.</b> —(Introduced by us 1913.) Purest paper white, short jointed growth, being especially adapted to commercial use.  |



**Naomah**



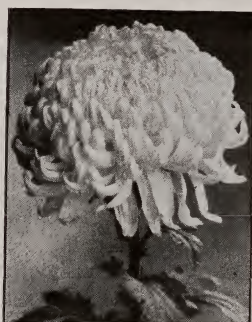
**Dick**



**Roman Gold**



**October Queen**



**Chieftain**



**Josephine Foley**

- |    |      |  |
|----|------|--|
| 3½ | 8/25 | <b>Mrs. H. Robinson.</b> —Incurved white, good for single stem pot plants.   |
| 3½ | 9/5  | <b>Mrs. W. T. McNiece.</b> —Rosy lilac, reflexed form, excellent upright growth.   |
| 4  | 9/10 | <b>Mrs. M. R. Morgan.</b> —A bright yellow sport from Yellow Eaton, of reflexed form and ready with Eatons.  |
| 4  | 8/20 | <b>Naomah.</b> —(Introduced by us 1910.) Its pure white, perfect incurved blooms with fine stem and foliage give it first place among the commercial whites.   |
| 4  | 8/25 | <b>October Queen.</b> —(Introduced by us 1916.) Pure white, large size, maturing October 15th to 20th; exceptionally fine stem and foliage.  |
| 2½ | 8/25 | <b>Patty.</b> —A beautiful Enchantress pink Japanese; dwarf. This is very fine both in color and habit; does not fade.   |
| 4  | 8/25 | <b>Roman Gold.</b> —(Introduced by us 1911.) A very intense yellow, maturing November 1st to 10th. Perfect stem and foliage, easy to manage. From late buds they show the bronzy tints in the depths of petals, but this rather adds to their beauty.  |
| 3½ | 9/5  | <b>Tiger.</b> —(Introduced by us 1916.) Bright yellow, a shade darker than Chrysolora; gives double flowers from late buds; maturing October 20th to 30th. Those who desire an early mid-season yellow, that is sure to produce the highest percentage of good commercial blooms, should try Tiger. (See illustration back cover.) |

Height Bud		
4	9/5	<b>Timothy Eaton.</b> —Large incurved white Japanese, equally serviceable for exhibition or commercial use.
3½	9/10	<b>Western King.</b> —(Introduced by us 1897.) Pure white, very regular incurved form; excellent stem and foliage. Its slow propagation is its only fault.
4	8/30	<b>White Chieftain.</b> —A sport from the well known variety Chieftain.
3½	9/10	<b>White Perfection.</b> —(Introduced by us 1913.) High rounded, incurved, of exceptional depth and purest white. Fine shipper and keeper; one of the very best whites for Thanksgiving use.
4	9/5	<b>Yellow Eaton.</b> —Large incurved sport from Tim Eaton, equally serviceable for exhibition or commercial use.
In addition to the foregoing we can supply the following in limited quantity: Dolly Dimple, Golden Eagle, Geo. W. Childs, Modello, Pink Gem, Smith's Sensation.		

## Late

Some of the late varieties mentioned will perfect flowers by November 10th, if early buds are secured and the season is favorable. On the other hand they may be retarded by planting late and securing late buds.



Helen Frick



Nagoya



Harvard



John Burton



Tekonsha



December Gem

4	9/5	<b>Antique.</b> —A deep bronze sport from Dr. Enguehard; a duplicate of Enguehard in all respects save color.
5	9/15	<b>Chadwick Improved.</b> —(Introduced by us 1909.) A pure white sport from W. H. Chadwick. Japanese incurved.
4	9/15	<b>Chadwick Supreme.</b> —In color, bright pink; in form, reflexed; of Vivian Morel type, and in habit it is a duplicate of W. H. Chadwick, the variety from which it is a sport.
3½	9/25	<b>December Gem.</b> —(Introduced by us 1911.) This variety blooms from the last of November to the middle of December, according to date of buds. White, with a slight pink tinge. Ball shaped. Very stiff, wiry stem.
4	9/5	<b>Dr. Enguehard.</b> —Bright rose pink, double from either bud; while those from the late buds are somewhat smaller, they are greatly improved in color.
5	9/25	<b>Edwin Seidewitz.</b> —A beautiful late, incurved, bright pink, maturing from Thanksgiving to early December. Surpasses all late pinks we have grown.
5	9/15	<b>Golden Chadwick.</b> —Yellow sport from W. H. Chadwick. By planting late may be had for Thanksgiving or later.

- 5 9/30 **Harvard**.—(Introduced by us 1912.) Japanese reflexed, very dark crimson. In perfection November 15th or later. The best red yet introduced; double from any bud.
- 3 9/10 **Helen Frick**.—(Introduced by us 1904.) A fine, late, dark pink Japanese, incurved; stem and foliage good.
- 5 9/15 **Improved Golden Chadwick**.—Several shades darker than the original Golden Chadwick; identical in other respects, except possibly more difficult to propagate.
- 6 9/10 **Intensity**.—(Introduced by us 1900.) Reflexed, bright crimson; the best late red.
- 4 10/5 **Jeanne Nonin**.—Another fine late white, with large incurved blooms. The early buds give rather coarse flowers, and to our mind not as fine in form as from the later ones.
- 3 10/5 **John Burton**.—(Introduced by us 1904.) The latest pink Crysanthemum we know of. Can be had from Thanksgiving to Christmas. Medium size.
- 3½ 9/10 **Major Bonnaffon**.—A fine yellow, easy of cultivation and incurved form.
- 4 9/10 **Nagoya**.—(Introduced by us 1899.) Reflexed form; clear, bright yellow; one of the best for Thanksgiving. Fine stem and foliage.
- 3½ 9/10 **Tekonsha**.—(Introduced by us 1915.) The best large flowering bronze for Thanksgiving, coming just right for this event. Strong, upright growth. Those desiring a late bronze should not overlook this variety.
- 3 9/20 **White Bonnaffon**.—(Introduced by us 1900.) Incurved white; still grown in quantity.
- 3 9/10 **White Helen Frick**.—(Introduced by us 1910.) A very desirable late white, coming for Thanksgiving and later. Dwarf habit.
- 5 9/15 **W. H. Chadwick**.—Large, incurved white, sometimes shaded pink.



## Pompon Section

Pompons are becoming more popular year by year, being especially desirable for pot plants, and lend a distinctive grace and beauty to floral decorations of all kinds.

### Introductions of 1917

For price of plants and rotted cuttings see inside of back cover.

**Hilda Canning**.—A very attractive bronze, of the small flowered section. Very striking and desirable.

**Little Gem**.—True Pompon form, of the small flowered type; a pleasing shade of lavender pink. An acquisition for the commercial grower or amateur.

## STANDARD VARIETIES

**Baby**.—Clear, bright yellow; very late

**Celco**.—(Introduced by us 1914.) Bright yellow, approaching orange; similar to that of Golden Climax, only a little flatter in form, but will produce two or three times as many flowers to an equal space. Medium sized. Tall.

**Clorinda**.—(Introduced by us 1915.) Semi-dwarf, producing erect sprays of an even shade of bronze. One of the best for specimen plants.

**Fairy Queen**.—A delightful deep Enchantress color, of medium size, round and full; elegant foliage and a good keeper.

**Frank Wilcox**.—(Syn. Mrs. Beu and Souv. d'Or.) Golden bronze of special merit to those desiring late Pompons.

**Golden Climax**.—A very pleasing shade of bright yellow; medium size and height.

**Golden Harvest**.—Very similar to Golden Climax, except it has a tinge of bronze added to the yellow.

**Golden West**.—A small golden yellow flower of great substance. Dwarf.

**Helen Newberry**.—The latest white Pompon; just as good and a little better than the popular variety Diana, which it follows for Thanksgiving and up to Christmas.

**Ilona**.—(Introduced by us 1915.) Rosy lavender, much the same color as Western Beauty but produces larger sprays, hence is more profitable. Large; height medium. November 10th.

**Iva**.—(Introduced by us 1908.) Pure amber; fimbriated petals; medium size.

**Julie Lagravere**.—Deep red; best of its color. Late.

**Klondike**.—Brilliant yellow; compact blooms of medium size.

**La Purite**.—A beautiful, pure white.

**Leota**.—(Introduced by us 1914.) Delicate pink, maturing October 20th, and produces large, full sprays; one of the very best; medium size. Dwarf.



- Lillia.**—Deep bronzy red; tall, upright growth; medium size.
- Lillian Doty.**—Flowers beautiful shell pink, best grown to several leads and disbudded to one bloom. Strong, upright growth.
- Lulu.**—Pure snow white of medium size. Late.
- Madge.**—Very perfect in form, golden yellow, same shade as Golden Harvest and the best of the two. Medium size. Dwarf.
- Minta.**—(Introduced by us 1911.) A very free flowering light pink, unsurpassed by any of this color. Owing to its upright growth it is one of the best for specimen plants.
- Neola.**—(Introduced by us 1915.) Light pink; strong growth with a stem like Quinola; needs very little tying. Large, maturing November 15th to 25th. Dwarf.
- Niza.**—(Introduced by us 1915.) Delicate pink and the earliest of this color, maturing October 10th. Those desiring early Pompons should secure this variety. Medium sized flowers. Dwarf.
- Nordi.**—(Introduced by us 1916.) A pure white Pompon, maturing November 10th to Thanksgiving. Seven to eight medium sized flowers to the spray, with strong, wiry stem.
- Quinola.**—Clear orange yellow; excellent form and good size.
- Rodi.**—(Introduced by us 1915.) The best of its color, purplish rose. Large, strong, upright growth. Tall.
- Skibo.**—(Introduced by us 1905.) Golden chamois; flowers small.
- Veta.**—(Introduced by us 1915.) Small, pure white flowers; very free. Resembles the old variety Snow Drops, but produces much larger sprays; will supercede Baby Marguerite. Dwarf.
- Western Beauty.**—Flower large; deep rose pink; stiff upright growth.
- Zenobia.**—Bright clear yellow. Early.
- Zora.**—(Introduced by us 1915.) An early bright yellow, maturing October 15th to 20th; nice large sprays. This is the earliest good yellow Pompon we know of.



## Anemones

The Anemone flowers consist of one or more rows of flat or tubular ray florets, with shorter quilled or tubular disc florets of the same or a distinct color, and are being grown in sprays for artistic floral arrangements. For specimen blooms those marked "large flowering" are best, and resort to disbudding to increase the size.

## STANDARD VARIETIES

For price of plants and rooted cuttings see inside of back cover.

**Azelda.**—(Introduced by us 1914.) Light pink, shaded lavender; rays and disc florets same shade, except center of cushion, which is cream color.

**C. L. Hutchinson.**—Single row of white ray florets; center yellow; very dwarf; excellent as a small pot plant. Large.

**Garza.**—Purest white with yellow center; medium size; rays broad.

**Godfrey's Perfection.**—Resembles Garza, being the same size and pure white, but is a better shipper, having four or five rows of ray florets instead of one. Matures for Thanksgiving and is one of the best of recent introductions. Dwarf, making excellent pot plants.

**Golden Lida Thomas.**—A golden yellow sport from Lida Thomas, and, like its parent, matures just right for Thanksgiving. Good in every way. We consider this the best for florists' use.

**Lida Thomas.**—Small flower, white, two rows of flat petals, center delicate yellow; late.

**Mary Colladay.**—A seedling of Garza, with habit of parent; in color, a rich rosy lavender pink. Extremely free and of excellent keeping qualities.

**Princess.**—Very similar to Garza, the principal difference being it has strap-shaped ray florets instead of semi-tubular. It is much freer of propagation and in our opinion better than Garza for general use.

**Surprise.**—Pink, very large and good.

**Yellow Garza.**—A yellow sport from Garza, identical in other respects.

In addition to the foregoing we can supply the following in limited quantity: Ada Sweet, Beatrice Asmus, Bessie Flight, Miss Katherine Simmons, Mrs. Jacob Wellauer, Mrs. Shimmins.

Smith's Chrysanthemum Manual leads to success. Price 50c post-paid. See Page 1.



# Singles

This section comprises the best varieties for cut sprays and are also useful for specimen plants. Those listed below we consider best.

For price of plants and rooted cuttings see inside of back cover.

**Golden Mensa.**—Doubtless the best single yellow for general purposes.

**Indicum.**—Yellow, very small. The original wild variety from China.

**Mensa.**—One of the largest single whites; produces freely on long, stiff stems.

**Mrs. Wm. Buckingham.**—A large, flat flower of a lovely shade of rosy pink, and keeps well, both on or off the plant.

**Queen.**—(Introduced by us 1913.) The best late single white, maturing from Thanksgiving into December.

In addition to the foregoing we can supply the following in limited quantity: Anna, Blazing Star, Caledonia, Catherine Livingstone, Ceddle Mason, Hilda Wells, Itaska, Josephine, Lady Lu, Ladysmith, Little Barbee, Merstham Jewel, Minnesota, Miss Isabelle, Mrs. E. D. Godfrey, Polly Duncan, Stanley Ven, Sylvia Slade.

## DECORATIVE SECTION

The following varieties are especially adapted for the production of large or small specimen plants. Where large specimens are required, they should be started in January or February. Medium-sized plants can be produced from cuttings struck in March, and for those who desire to grow small sizes for market trade, this work may be continued until the middle of June.

For price of plants and rooted cuttings see inside of back cover.

**August Dasse.**—Very solid flower of excellent keeping quality, globular in form; color, intense yellow. Dwarf.

**Brutus.**—Beautiful shade of bronze, most useful as a specimen plant. Dwarf.

**Butler's Caprice.**—Sport of Caprice du Printemps. Deep pink. Dwarf.

**Golden Age.**—(Introduced by us 1904.) Brightest yellow; excellent for specimen plants and is becoming more popular each year for this purpose. Dwarf.

**Greystone.**—This variety comes highly recommended as one of the best for specimen plants. Color, beautiful golden orange. Dwarf.

**Hallowe'en.**—Reddish bronze; matures last of October.

**Kathleen Thompson.**—A fine crimson. Dwarf.

**Lady Lydia.**—Pure white. Dwarf.

**Lilac Caprice.**—Deep lilac. Dwarf.

**Purple Caprice.**—Purple. Dwarf.

**White Caprice.**—White. Dwarf.

**W. H. Lincoln.**—An old variety but still sought by some for specimens and late market plants. Yellow.

**Yellow Caprice.**—Clear yellow. Dwarf.

All quotations given are for strong plants from 2¼-inch pots, unless otherwise specified. These are forwarded by express unless we have explicit instructions to ship otherwise. See terms of sale inside of front cover.

As usual, we lead in the production of bona-fide Novelties. We were awarded more Certificates by the Chrysanthemum Society of America than all other interests combined.

## HAIRY VARIETIES

These curious and unique flowers, with their petals covered with frost-like hairs, are always of great interest to visitors. They should be represented in all collections where friends or the public have access. They are not adapted to commercial use, and not of sufficient size to become prominent features on the show table, unless the schedule provides for this specific type.

**For price of plants and rooted cuttings see inside of back cover.**

**Beauty of Truro.**—A purplish bronze sport from Louis Boehmer.

**Frison d'Or.**—An incurved bloom of reddish bronze, with markings of yellow.

**L'Enfant des deux Mondes.**—Pure white sport from Louis Boehmer.

**Louis Boehmer.**—Magenta pink. This and its sports are excellent for bush culture.

**White Swan.**—A closely incurved, pure white flower. Very heavily plumed.

## EARLY HARDY SECTION

The majority of Chrysanthemums are hardy south of the Ohio river and many are hardy in the northern states, as far as the plant is concerned, but they must flower before early frosts to be of service. The varieties offered below generally flower from the last of August to the 15th of October.

The small or Pompon varieties are so indicated in the descriptions, the others have larger flowers more like Asters.

**For price of plants and rooted cuttings see inside of back cover.**

**A. Barham.**—Beautiful orange bronze. Early.

**Billancourt.**—Brilliant terra-cotta; vigorous grower.

**Boston.**—Strong, upright growth; clear bronze.

**Cactus.**—Fiery terra-cotta, shape of a small cactus, very free and effective.

**Carrie (Syn. Glory of Seven Oaks).**—Deep yellow, a beauty.

**Chaldron.**—Reddish crimson with gold tips. Large flower.

**Champagne.**—Bright ruby red; wonderfully colored.

**Champ d'Or.**—Canary yellow; very bushy habit.

**Cranfordia.**—Exceptionally early; deep bronzy yellow.

**Cranford's Pink.**—Beautiful shade of light pink.

**Cranford White.**—Purest white; very desirable.

**Daisy.**—A pure white, daisy-like flower; belongs to the Pompon or small-flowered section.

**Dorothy.**—An early snow white, vigorous.

**Eden.**—Bright rose; a beauty disbudded.

**Gold Nugget.**—Belongs to the Pompon section. Yellow streaked bronze. Early and free.

**Harvest Home.**—Deep bronzy yellow, excellent.

**Hermine.**—A pure white, reflexed.

**Holmes' White.**—Pure white, dwarf and very hardy.

**Lady Mary Hope.**—White, slightly shaded blush; good habit.

**La Somme.**—Deep mauve pink.

**Le Pactole.**—Bronzy yellow, large flower; strong grower.

**Little Bob.**—Small red flowers; very free and pretty; belongs to the Pompon section.

**Mme. Drouard.**—Deep brick red; very free flowering.

**Miss F. Collier.**—Pure waxy white. Sturdy dwarf growth.

**Mrs. Porter.**—Large reddish bronze; strong grower.

**Normandie.**—One of the earliest and best creamy whites.

**Petite Louis.**—Silvery mauve; very robust; one of the best.

**Winnetka.**—(Introduced by us 1914.) Pure white; very free flowering from July onward.

## EXHIBITION VARIETIES FOR FLORISTS' USE.

As exhibition varieties are of less importance to those in the trade, we have placed them last in the catalogue. The varieties mentioned are best for those who desire specimen blooms and are most likely to give the highest percentage of perfect flowers.

## NOVELTIES FOR 1918.

**NAPONEE.**—An irregular Japanese with long petals turning up or hooked at the end, which enhances its beauty as an exhibition sort. Color creamy white tinged pink. Unsurpassed in size. Heavy foliage. Dwarf habit. Best bud Aug. 25th. C. S. A. Certificate.

Price—\$1.50 each; \$12.50 per ten.



**ADUANA.**—A very large reflexed pink of exceptional dwarf growth. Matures Oct. 25th. Best bud Aug. 25th. An addition to the exhibition section. C. S. A. Certificate.

Price—\$1.50 each; \$12.50 per ten.

**PURPLE KING.**—The nearest approach to purple among Chrysanthemums, being between deep purple and magenta lilac. Of the largest size, surpassing Reginald Vallis and Mankato, which are best among the amaranth colored. Matures Nov. 10th, and is best from buds selected Sept. 5th and after. 4 feet. C. S. A. Certificate.

Price—\$1.50 each; \$12.50 per ten.

**NOVEMBER GLOW.**—True incurved Japanese type, beautiful shade of light bronze. Its stiff, wiry stem permits its being displayed without artificial support. Is also a splendid mid-season commercial bronze, maturing first week of November. Medium height. Best bud Sept. 10th.

Price—\$1.50 each; \$12.50 per ten.

## Introductions of 1917

30c each; \$2.50 per ten; \$20.00 per hundred. From 2¼" pots only.

Not less than 5 plants of a variety at ten, 25 at hundred rate.

**Louisa Pockett.**—A new Australian variety of the purest white, from early buds, and delicate pink from late ones; requires about the same culture as Wm. Turner. Buds selected from last of August to first of September give best results.

**Miss Anola Wright.**—Rose pink; eclipses Lady Hopetoun and Wells Late Pink in color, possessing a more rosy tint. A fine incurved of the largest size; a strong grower with medium sized foliage. Buds selected last of August and first of September give best blooms.

**Nugirooe.**—An exceedingly large reflexed golden bronze, admirably adapted for exhibition purposes. Best bud August 15th, or soon after.

**Pres. John Everitt.**—Color chamois buff, of large size, free to grow and easy to manage. Best bud August 15th, or later.

**William H. Waite.**—A very bright bronze, approaching crimson; strong grower and easy to manage. Buds selected August 25th give best results.

## NEW AND SCARCE VARIETIES.

The following varieties are either new, scarce or difficult of propagation, which conditions govern the price.

20c each; \$1.50 per ten; \$10.00 per hundred.

Not less than 5 plants of a variety at ten; 25 at hundred rate.

Best Bud. Rooted Cuttings, \$8.00 per hundred.

8/20 **Artista.**—(Introduced by us 1916.) One of the largest exhibition varieties we have raised. White with a slight creamy tint in the depths of petals. Dwarf.

8/25 **Dragon Vert.**—A large crimson with golden reverse; petals are regular and full in their arrangement. Stiff stem and a free grower. Dwarf.

8/20 **Flamingo.**—(Introduced by us 1914.) A bright crimson with perfectly reflexed flowers, showing the intense color to best advantage. Dwarf.

8/10 **Mrs. J. Gibson.**—Color light pink, shading deeper at end of petals, of large size, good stem and foliage. Semi-dwarf.

8/30 **Ogontz.**—(Introduced by us 1916.) A seedling from Nakota which it greatly resembles, the greatest difference being in color which is light yellow. Semi-dwarf.

REMEMBER we allow 3% discount for cash with orders.

**Smith's Cameo.**—(New 1918.) This variety was not included with our commercial novelties in 1916, owing to the tendency to shatter or drop its petals. In form it is the most perfect incurved we have produced, is of large size and an exquisite shade of delicate pink. For these reasons we believe it will be desirable and have included it in the exhibition section. Buds must be selected Sept. 25th, and later, to secure the best color.

- 8/5 **W. Woodmason.**—The largest red; not as bright in color as many of the crimsons, but its size enhances its value. Dwarf.
- 8/30 **Yellow Turner.**—This is also a light yellow sport from the popular Wm. Turner and is equal to its parent in every respect. Semi-dwarf

## STANDARD VARIETIES

Plants from 2½" pots, \$1.00 per ten; \$6.00 per hundred. Rooted Cuttings, \$4.00 per hundred; \$35.00 per thousand.

Best Bud.

- 8/25 **Adonis.**—(Introduced by us 1910.) A beautiful pink of a decided reflexed form. Useful for late exhibitions. Tall.
- 8/25 **Calumet.**—(Introduced by us 1915.) The best exhibition bronze to date; rather early for late shows, but its large size, the high percentage of perfect blooms and its easy culture make it one of the best. Tall.
- 8/15 **Christy Mathewson.**—(Introduced by us 1912.) A Japanese of largest size, eight inches in diameter and six and one-half inches deep. In early development it shows an eye, but continues to produce more petals day by day until the center is filled. Pure white. Strong, wiry stem. Semi-dwarf.
- 8/25 **Elberon.**—(Introduced by us 1913.) Bright pink, finest incurved form, beautiful foliage and good stem, easy to manage. Semi-dwarf.
- 8/30 **Glenview.**—The large Japanese blooms are dark bronze, sometimes showing a little of the Indian red lining. It is also a good commercial bronze, giving double flowers from late buds. Semi-dwarf.
- 9/5 **Harry E. Converse.**—Growth vigorous, clean foliage, large blooms, petals crimson with golden bronze reverse, which is the predominating color. Semi-dwarf.
- 9/10 **Kewance.**—(Introduced by us 1915.) Color Chamois, very distinct, of large incurved form. Should be in every exhibition collection. Tall.
- 8/20 **Marigold.**—(Introduced by us 1915.) Unsurpassed in size and color which is the brightest yellow. Maturing the last of October; is useful for early exhibitions. Semi-dwarf.
- 8/20 **Meudon.**—Dark pink. Its immense size makes it most acceptable for those interested in exhibitions, especially in the short-stemmed classes. Dwarf.
- 8/20 **Mrs. O. H. Kahn.**—A fine bronze; should not be overlooked by commercial growers. Dwarf.
- 8/25 **Nakota.**—(Introduced by us 1913.) Owing to its immense size has become very popular for exhibition purposes. Orange-buff. Semi-dwarf.
- 9/5 **Xerissa.**—(Introduced by us 1914.) Owing to its enormous size, fine form and finish, is conceded to be one of the best exhibition sorts. Color rosy-mauve. Strong, upright growth with rigid stem. Well adapted for specimen plants. Dwarf.
- 8/30 **Odessa.**—(Introduced by us 1914.) A seedling from Merza, but much freer in growth and better in every way. Splendid incurved form, bright yellow. It eclipses all the yellows in size and finish. Equal to William Turner. Tall.
- 8/10 **Pocket's Crimson.**—Crimson with gold at tips of petals, which stand out, showing the color to good advantage. Dwarf.
- 8/20 **Wells' Late Pink.**—A very pleasing shade of pink and of the largest size; not late as the name implies. Dwarf.
- 8/30 **Wm. Turner.**—A decided incurve of the purest white; fine form and a strong grower with clean foliage. Semi-dwarf.

## KEEP THIS CATALOGUE FOR REFERENCE.

This Catalogue is really a book of reference, giving the height the plants attain, and the best bud to reserve for the many sorts offered. Such information is eagerly sought each year, and especially so as the time for securing buds draws near. Every word in this Catalogue from cover to cover is worth reading and may throw light upon some subject important to the recipient.

## THE BEST VARIETIES FOR FLORISTS.

**Why**—Because they are the nearest perfect in characteristics essential to high grade of Florist's flowers, including color, form, substance, stem and foliage as well as lateness and earliness which is of great importance to most growers, size and other qualities depend largely upon the culture bestowed, but the varieties mentioned will undoubtedly give the highest percentage of marketable flowers even when grown under conditions more or less adverse.

The varieties mentioned are given in the order in which they mature from the earliest to the latest.

White	Yellow	Pink
Smith's Advance	Golden Glow	Unaka
Smith's Imperial	Golden Queen	Early Rose
Crystal Gem	Chrysalora	Yondota
Liberty Bond	Tiger	Helen Lee
White Chieftain	Midnight Sun	Dr. Enguehard
Betsy Ross	Major Bonnaffon	Patty
Chadwick Improved	Golden Chadwick	Helen Frick
White Helen Frick	December Queen	John Burton

## POMPONS.

White	Yellow	Pink	Bronze
Veta	Zora	Idolf	Adironda
*Godfrey's Perfection	Golden West	Niza	Iva
Nordi	Golden Climax	Edina	Hilda Canning
*Lida Thomas	*Golden Lida Thomas	Little Gem	Frank Wilcox
Helen Newberry	Quinola	Illona	Clorinda

**Earliness**—If flowers are desired by the end of August they must be planted the first of May and by May 20th, for September crop, there is no way to secure them at these early dates without adopting this course and selecting early buds. Smith's Advance, Golden Glow and Unaka are the earliest White, Yellow and Pink. The last mentioned is disappointing unless planted early in May and buds secured the first week of August. Those who can not conform to these conditions should try Early Rose and Yondota.

**Lateness**—The majority of Chrysanthemums are benched in June and July and those which are inclined to mature late are in perfection from the middle to last of November, this includes W. H. Chadwick and its many sports, Helen Frick and the white form, December Queen and John Burton. The Chadwicks and Fricks will give very useful flowers for December if planted the first week of August, provided strong stock from 3" pots is available but the plants will produce shorter stems than when planted earlier.

Those desiring the best early Pompons will do well to consider Zora, Idolf, Niza, Edina, Adironda, all of which are fully developed from October 10th to 18th, and may be cut a few days earlier in case of an emergency. Of the late varieties Helen Newberry is the latest. Nordi, Lida Thomas, Quinola, Illona, Frank Wilcox, and Clorinda can usually be had for Thanksgiving, the other varieties which vary somewhat in time of flowering must be considered mid-season.

\* Those indicated by asterisk are Anemone Pompons.



# **PRICES FOR PLANTS FROM 2¼" POTS AND ROOTED CUTTINGS.**

The prices quoted are strictly Wholesale from which there are no discounts to those in the trade.

1918 Novelties for Florists' use as quoted, Pages 2-5.

Exhibition Novelties as quoted, Page 13.

Commercial Introductions of 1917 as quoted, Page 6.

## **STANDARD COMMERCIAL VARIETIES.**

Not less than 5 plants of a variety at ten; 25 at hundred; 250 at thousand rate.

Where less than 25 Rooted Cuttings of a variety are ordered, price will be the same as for plants from pots.

EARLY—Page 7.	From 2¼" Pots—			Rooted Cuttings—	
	Ten	Hundred	Thousand	Hundred	Thousand
<b>Chrysolora</b> .....	\$0.50	\$3.00	\$27.50	\$2.50	\$22.50
<b>Comoleta</b> .....	.60	4.00	.....	3.50	.....
<b>Crystal Gem</b> .....	.60	4.00	35.00	3.50	30.00
<b>Early Frost</b> .....	.60	4.00	.....	3.50	.....
<b>Early Rose</b> .....	.80	6.00	50.00	5.00	40.00
<b>Early Snow</b> .....	.60	4.00	.....	3.50	.....
<b>Garnet Gem</b> .....	.60	4.00	.....	3.50	.....
<b>Glory of Pacific</b> .....	.50	3.00	27.50	2.50	22.50
<b>Golden Glow</b> .....	.50	3.00	27.50	2.50	22.50
<b>Golden Queen</b> .....	.60	4.00	35.00	3.50	30.00
<b>Ivory</b> .....	.60	4.00	.....	3.50	.....
<b>Oconto</b> .....	.50	3.00	27.50	2.50	22.50
<b>Pacific Supreme</b> .....	.60	4.00	.....	3.50	.....
<b>Pink Ivory</b> .....	.60	4.00	.....	3.50	.....
<b>Roserie</b> .....	.60	4.00	.....	3.50	.....
<b>Smith's Advance</b> .....	.50	3.00	27.50	2.50	22.50
<b>Unaka</b> .....	.50	3.00	27.50	2.50	22.50
<b>Yellow Ivory</b> .....	.60	4.00	.....	3.50	.....

## MID-SEASON—Pages 8-9.

<b>Chieftain</b> .....	.50	3.00	27.50	2.50	22.50
<b>Col. D. Appleton</b> .....	.50	3.00	27.50	2.50	22.50
<b>Dick Witterstaetter</b> .....	.60	4.00	.....	3.50	.....
<b>Dolly Dimple</b> .....	.60	4.00	.....	3.50	.....
<b>Geo. W. Childs</b> .....	.60	4.00	.....	3.50	.....
<b>Golden Wedding</b> .....	.60	4.00	35.00	3.50	30.00
<b>Josephine Foley</b> .....	.80	6.00	50.00	5.00	40.00
<b>Mary E. Meyer</b> .....	.60	4.00	.....	3.50	.....
<b>Modello</b> .....	.70	5.00	.....	4.00	.....
<b>Mrs. H. Robinson</b> .....	.50	3.00	27.50	2.50	22.50
<b>Mrs. M. R. Morgan</b> .....	.60	4.00	35.00	3.50	30.00
<b>Mrs. W. T. McNiece</b> .....	.60	4.00	.....	3.50	.....
<b>Naamah</b> .....	.60	4.00	35.00	3.50	30.00
<b>October Queen</b> .....	.80	6.00	50.00	5.00	40.00
<b>Patty</b> .....	.50	3.00	27.50	2.50	22.50
<b>Pink Gem</b> .....	.60	4.00	.....	3.50	.....
<b>Roman Gold</b> .....	.50	3.00	27.50	2.50	22.50
<b>Smith's Sensation</b> .....	.60	4.00	.....	.....	.....
<b>Tiger</b> .....	.80	6.00	50.00	5.00	40.00
<b>Timothy Eatou</b> .....	.60	4.00	35.00	3.50	30.00
<b>Western King</b> .....	.70	5.00	.....	4.00	.....
<b>White Chieftain</b> .....	.50	3.00	27.50	2.50	22.50
<b>White Perfection</b> .....	.70	5.00	.....	4.00	.....
<b>Yellow Eaton</b> .....	.60	4.00	35.00	3.50	30.00

## LATE—Pages 9-10.

<b>Antique</b> .....	.50	3.00	27.50	2.50	22.50
<b>Chadwick Improved</b> .....	.70	5.00	40.00	4.00	35.00
<b>Chadwick Supreme</b> .....	.70	5.00	40.00	4.00	35.00
<b>December Gem</b> .....	.50	3.00	27.50	2.50	22.50
<b>Dr. Enguehard</b> .....	.50	3.00	27.50	2.50	22.50
<b>Edwin Seidewitz</b> .....	.50	3.00	27.50	2.50	22.50
<b>Golden Chadwick</b> .....	.70	5.00	40.00	4.00	35.00
<b>Harvard</b> .....	.50	3.00	27.50	2.50	22.50
<b>Helen Frick</b> .....	.60	4.00	35.00	3.50	30.00
<b>Improved Golden Chadwick</b> .....	.70	5.00	40.00	4.00	35.00
<b>Intensity</b> .....	.60	4.00	.....	3.50	.....
<b>Jeanne Nonin</b> .....	.60	4.00	.....	3.50	.....
<b>John Burton</b> .....	.60	4.00	35.00	3.50	30.00
<b>Major Bonnaffon</b> .....	.50	3.00	27.50	2.50	22.50
<b>Nagoya</b> .....	.60	4.00	35.00	3.50	30.00
<b>Tekonsha</b> .....	.50	3.00	27.50	2.50	22.50
<b>White Bonnaffon</b> .....	.50	3.00	27.50	2.50	22.50
<b>White Helen Frick</b> .....	.60	4.00	35.00	3.50	30.00
<b>W. H. Chadwick</b> .....	.70	5.00	40.00	4.00	35.00

## **POMPONS.**

Pages 10-11.

**Hilda Canning and Little Gem**, from 2¼" pots, \$1.50 per ten; \$10.00 per hundred; \$90.00 per thousand. Rooted Cuttings, \$8.00 per hundred; \$75.00 per thousand. All other Pompoms, 50c per ten; \$3.00 per hundred; \$27.50 per thousand. Rooted Cuttings, \$2.50 per hundred; \$22.50 per thousand.

## **ANEMONES.—SINGLES.**

Pages 11-12.

All Anemones and Singles from 2¼" pots, 50c per ten; \$3.00 per hundred; \$27.50 per thousand. Rooted Cuttings, \$2.50 per hundred; \$22.50 per thousand.

## **DECORATIVE—HAIRY AND EARLY HARDY.**

Pages 12-13.

All Decorative, Hairy and Early Hardy, from 2¼" pots, 80c per ten; \$6.00 per hundred; \$50.00 per thousand. Rooted Cuttings, \$5.00 per hundred; \$40.00 per thousand.

In 1889 Elmer D. Smith & Co. began the improving of varieties from hand-pollenized seeds, the following year introduced their first novelty, and each subsequent year their creations have occupied the most prominent place among the world's product.

It has long been an established fact that those of American origin are best for American culture.

For twenty-seven years we have specialized in Chrysanthemums and especially in the production of new kinds.

We are acknowledged the originators of most American novelties of merit.

We grow nothing but Chrysanthemums and are the only firm in America who devote their entire efforts to this class of plants.

Our knowledge of all that pertains to them is at your disposal—it is free for the asking.



**TIGER.**

This bench of Tiger was planted August 10th, maturing November 10th, fifteen days later than those benched June 20th. The plants were small from 2¼" pots, attaining a height of only 16 inches. This late planting was not from choice but necessity owing to want of more suitable stock, and to our surprise every plant made a good saleable bloom.

It is sure to produce a marketable crop regardless of date of planting. Invincible like old Ivory.